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Open Systems Today: Date: Sep 12, 1994, Score: 820, Bytes: 2695


☐  WAIS stresses interoperability
Interactive Age: Date: Apr 24, 1995, Score: 633, Bytes: 2043


☐  Tools Make Business Apps Internet-Ready
Open Systems Today: Date: Dec 12, 1994, Score: 482, Bytes: 8086


☐  SEARCH ME: Enhanced software makes it easier to find data -- APPLESEARCH 1.5 FRUITFUL FOR USERS OF INTERNET
Computer Reseller News: Date: Aug 15, 1994, Score: 423, Bytes: 3435

☐  Conde Nast launches travel Web site
Interactive Age: Date: May 8, 1995, Score: 338, Bytes: 3686

☐  Internet May Be Ready For The Big Time, But Only If All These Pieces Are Put In Place
Open Systems Today: Date: Feb 7, 1994, Score: 319, Bytes: 5347


☐  Plugging In to The Web -- A whole new industry of consultants is springing up to help major companies set up shop on the World Wide Web
Information Week: Date: Apr 3, 1995, Score: 272, Bytes: 16627


☐  Working Group Starts To Put Together A Guide For A Standard Internet Landscape
Open Systems Today: Date: Mar 28, 1994, Score: 266, Bytes: 4158


☐  Mosaic Unifies Emerging Standards, Making It Easy To View Documents On Internet
Open Systems Today: Date: Apr 11, 1994, Score: 265, Bytes: 4641


☐  A Matter Of Attribution: Can't Forget To Give Credit For Mosaic Where Credit Is Due


Open Systems Today: Date: May 9, 1994, Score: 259, Bytes: 4844


- ☐  Transporting The Written Word To Cyberspace -- For Now, The Goal Is Learning, Not Profiting
Open Systems Today: Date: Mar 28, 1994, Score: 249, Bytes: 7455


- ☐  Amdahl Plans Internet Server With Graphical Web Page Builder
Open Systems Today: Date: Sep 12, 1994, Score: 244, Bytes: 1764


- ☐  A Brief Glossary Of Net Terminology
Open Systems Today: Date: Oct 31, 1994, Score: 225, Bytes: 2130

- ☐  Internet Addresses
Interactive Age: Date: Jan 16, 1995, Score: 221, Bytes: 1561

- ☐  Web Pages Can Run On Windows
Open Systems Today: Date: Jan 9, 1995, Score: 220, Bytes: 2929


- ☐  Hitting The Books: The Latest On The Internet -- Everything From Basic Primers To Advanced Textbooks On Security Are Now On The Shelves
Open Systems Today: Date: Jun 6, 1994, Score: 220, Bytes: 15583


- ☐  Las Vegas Show Floor Reveals Product Trends
Open Systems Today: Date: May 23, 1994, Score: 210, Bytes: 2780


- ☐  INTERNET ACCESS -- To browse or not to browse? GUI competition heats up
Computer Reseller News: Date: Oct 3, 1994, Score: 204, Bytes: 3728


- ☐  Microsoft Developing NT Server Kit for World Wide Web
Communications Week: Date: Oct 24, 1994, Score: 202, Bytes: 3561


- ☐  NT 3.5 Resource Kit
Network Computing: Date: Dec 1, 1994, Score: 198, Bytes: 520


- ☐  Phoenix Internet Express -- Info Highway Hot Rod
Windows Magazine: Date: Feb 1, 1995, Score: 193, Bytes: 5048


- ☐  Chevron Tracks Sites -- Mapping, database, and CAD combine in land-management system
Information Week: Date: Jun 27, 1994, Score: 185, Bytes: 6261


- ☐  Web software from Fulcrum
Interactive Age: Date: Mar 27, 1995, Score: 168, Bytes: 1160













- ☐  Internet Settling on Windows NT
Windows Magazine: Date: Jun 1, 1995, Score: 166, Bytes: 1278

- ☐  A Global Web Of Hyperlinks
Open Systems Today: Date: Feb 6, 1995, Score: 151, Bytes: 2000

- ☐  Intel, Heurikon hit Web
Electronic Engineering Times: Date: Feb 20, 1995, Score: 148, Bytes: 4819

- ☐  Make A Note
Var Business: Date: Mar 1, 1995, Score: 147, Bytes: 2231

- ☐  The Internet
Network Computing: Date: May 1, 1994, Score: 143, Bytes: 2424

- ☐  Frontier Makes Some Super Improvements
Network Computing: Date: Feb 1, 1995, Score: 142, Bytes: 2653
- ☐  DynaWeb Module To Bring Large Documents To Net
Open Systems Today: Date: Feb 6, 1995, Score: 141, Bytes: 2562
- ☐  *LIFE GOES ON: AT&T Network Notes can do the job better -- DEATH OF THE INTERNET?
Computer Reseller News: Date: Jun 6, 1994, Score: 141, Bytes: 2752
- ☐  Internet Assistant Lets Users Create Web Documents With Microsoft Word
Open Systems Today: Date: Dec 12, 1994, Score: 139, Bytes: 2909
- ☐  BookLink Internet Client Offers OLE Functionality
Open Systems Today: Date: Oct 31, 1994, Score: 138, Bytes: 2900
- ☐  Quarterdeck
Computer Reseller News: Date: May 15, 1995, Score: 138, Bytes: 2824
- ☐  MANAGERS MEET
Electronic Engineering Times: Date: Oct 3, 1993, Score: 138, Bytes: 3141
- ☐  PIECING TOGETHER THE FACE OF THE INTERNET WITH MOSAIC
Communications Week: Date: Apr 18, 1994, Score: 137, Bytes: 3144
- ☐  WebSite: A Web Server For The Rest Of Us
Network Computing: Date: May 1, 1995, Score: 136, Bytes: 3015
- ☐  Corporate-Sponsored On-Line Discussion Groups Readied -- Users Will Log Into New Service For Free, As Companies Look To Make Them Into Customers
Open Systems Today: Date: Jun 20, 1994, Score: 135, Bytes: 3893
- ☐  All-Quotes acquires EInet - Goal: Electronic commerce tools for business
Interactive Age: Date: May 8, 1995, Score: 134, Bytes: 3772
- ☐  Query Report for this Search
Date: May 30, 1995, Score: 1, Bytes: 1180



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EE TIMES**Interactive**

February 6, 1995

Issue 834, page 74

Section: The Profession -- Interactive Engineering

Column: @eet

Quite the useful thing

By Brian Santo

Believe it or not, I do read EE Times from cover to cover-most of the time. Well, much of the time, occasionally. And though my memory frequently works like a steel trap, sometimes it doesn't. That's why I dread hearing the phone ring. One-fifth of all the calls I receive go something like this:

"Hi. I recently read something in your newspaper-at least, I'm pretty sure it was your newspaper-about multichip modules, probably about three or four weeks ago. Could I get a copy of that?"

Furthermore, for every person who calls up and asks, "Hi. I recently read something in your newspaper about asymmetrical digital subscriber-line technology. Could I get a copy of that?" I suspect that there are three other people who would like to call me with, "Hi. I recently read something in your newspaper about quantum-well engineering. Could I get a copy of that?" but just don't have the time.

This isn't a lot of information to go on. I'm not a librarian, and I respond to such queries by derogating the inquirer's ancestry in the foulest language imaginable. OK, the truth is that I always try to help a caller find what he or she is looking for-and in a reasonably pleasant manner. But I don't want to encourage this sort of thing, because I have work to do.

This is why I'd like to bring to your attention the "search" button at the bottom of every EE Times-interactive Web page. **Wais Inc.** has provided us with a phenomenally powerful search engine, which has its run of a database that contains every article that has appeared recently (within the last three months or so) in EE Times, as well as every article that has appeared recently in all 16 or 17 of our sister publications.

Put in a keyword or two or three, hit a button, and it gives you a menu of up to a score of articles that match your query parameters. Select a headline, and up pops a copy of the article.

This is good and useful, and it is, for the time being, a free service. There is an ominous element in that last sentence, yes? Yes. Someday, we will probably charge you for searching our database, but for now it is free, which makes it not only good and useful, but also economical. Use it as often as you like.

Thermal engineering panel tonight

Aavid Thermal Technologies and EE Times are sponsoring a panel discussion on thermal-engineering issues in digital systems tonight on CompuServe at 5 p.m. eastern time.

Experts from Aavid and Intel's Pentium Processor Division will briefly outline the issues and take questions from attendees. To participate, log on to CompuServe, GO:CONVENTION, and select the thermal-engineering panel.

bsanto@eet.cmp.com

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EE TIMES**Interactive**

February 20, 1995

Issue 836, page 92

Section: The Profession -- Interactive Engineering

Intel, Heurikon hit Web

By BRIAN SANTO

Santa Clara, Calif. - Two more electronics companies have shown up on the Internet's World Wide Web, with particularly interesting sites, for several reasons. Intel Corp.'s home page has a number of interactive features that exceed the norm, and Heurikon (Madison, Wis.) arrives not only with the requisite product data, but also with daily updates from cartoonist F.S. Mueller.

Intel follows the corporate convention of starting with a huge graphic (of the Pentium chip) that few will want to wait for twice, but follows with a well-constructed site. Realizing that it has two end markets-OEM and consumer-Intel has allocated resources to both.

The company devotes several linking paths specifically to OEMs. The PC Developer Support leads to a set of choices, including a search engine for Intel Component Technical Documents. Enter a product name and the search facility, an application provided by Wais Inc. (and employed also by EE Times-interactive) retrieves the appropriate document(s).

The company initially is making available only its Top 40 most frequently requested technical documents, but Intel promises to increase the number and refine the service as usage patterns become clearer.

Another link allows you to order updated specs on the Pentium, and a third takes you to information on the Intel Architecture Labs. IAL provides news and current technical information on Microprocessors, Plug and Play, Power Management, and Indeo video, among others, as well as an ftp site for downloading lab documents.

Another OEM path is Embedded Design Products. Subsequent links will explain various Flash memory products and the i960 processor family. Several other processors share another link.

System integrators may also wish to follow links through Intel Communications and Networking products.

The Processors and PCs consumer support area is worth mentioning because of the electronic purchasing guide found there. Net surfers looking to buy a PC can go to Selecting the Right PC and Processor, answer a few multiple-choice questions, and Intel will return a recommendation on an appropriate configuration and the approximate amount of money you can expect to spend. Not to give anything away here, but the recommended processors tend to be Intel's.

Information about the Pentium FDIV flaw is available.

Heurikon Corp., a purveyor of real-time VME boards, makes hitting the net daily a worthwhile experience by posting a new F.S. Mueller cartoon on its home page every day. As valuable as a good laugh may be, Heurikon's site offers much else to attract, including descriptions of its product line, including boards based

on a variety of processors (the i960, MIPS's chips, and Motorola's 680X0 family), VME enclosures, and real-time operating systems.

The company also provides a series of white papers

;
<http://www.intel.com>

¢ <http://www.intel.com/pc-supp/index.html>

£ <http://techdoc.wais.net2160>

¤ <http://www.intel.com/procs/order.html>

¥ <http://www.intel.com/IAL/index.html>

œ <http://www.intel.com/IAL/processor/processor.html>

§ <http://www.intel.com/IAL/plugin/play/plugin.html>

¨ <http://www.intel.com/IAL/powermgmt/powermgmt.html>

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¡ <http://www.intel.com/embedded/index.html>

ª <http://www.intel.com/embedded/i960/index.html>

« <http://www.intel.com/tbd.html>

£ <http://www.intel.com/com-net/index.html>

¤ <http://www.intel.com/procs/index.html>

¥ <http://www.intel.com/procs/select/index.html>

œ <http://www.intel.com/procs/p6/index.html>

§ <http://www.intel.com/product/pentium/fdiv.html>

¨ <http://www.heurikon.com/>

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¢ <http://www.heurikon.com/whitePapers/WhitePapers.html>

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Open Systems

T O D A Y

March 28, 1994

Issue 145, page 86

Section: Integration Strategies

Transporting The Written Word To Cyberspace -- For Now, The Goal Is Learning, Not Profiting

By Robert E. Calem

When Al Gore touted the coming "National Information Infrastructure" to the National Press Club earlier this year, he may have been preaching to the converted.

Since almost a year ago, publishers of everything from esoteric journals to mainstream local newspapers have flocked to the Internet, today's version of the so-called information superhighway, in a mad dash to "publish" in cyberspace. And the momentum is increasing, according to electronic publishers and the service providers who are putting them in business.

Still, the change to the new medium is not easy, and those involved say that would-be cyber-publishers face logistical and cultural issues that are forcing them to rethink the way they do business.

"The trend of recognized publishers from print or on-line services going to the Internet started last year," said John P. Duhring, vice president of business information services for **WAIS**, Inc. His company sells the server-based search-and-retrieval software that is at the heart of many of the on-line publications, including encyclopedias and newspapers, available or soon to be available on the Internet.

The company also operates some on-line ventures on behalf of their owners. For example, **WAIS** will run a new service for Dow Jones, owner of the Wall Street Journal. The service, available on the Internet, will make that newspaper and others available in electronic form.

Even the Encyclopedia Britannica will soon be available through an Internet-based service that uses **WAIS** software.

Duhring dated the boom to February 1993, when The Chronicle of Higher Education, a trade magazine for university professors, first became available on the Internet.

"In the next six to nine months, the publishers who are pathfinders will declare their turf," Duhring predicted. "Dow Jones and Encyclopedia Britannica are just the start of what will be a continuous flow. They aren't unique. They're ahead."

One of the pioneers is Internet Distribution Services (IDS) of Palo Alto, Calif. The firm, opened last November, put the Palo Alto Weekly, a twice-weekly newspaper with a print circulation of 50,000, on the Internet on January 19.

Through February 9, said Marc Fleischmann, president of IDS, about 3,000 separate Internet nodes accessed the newspaper, collectively reading 12,000 pages. Each of the six issues posted contained about 30 pages, so "There's been a lot of readership," Fleischmann said.

The paper is available to anyone with access to the Internet, free and for unlimited time periods, hours before the printed newspaper is available.

Fleischmann said that such free access is a big advantage for the Internet over other outlets for electronic publishers, such as the commercial bulletin-board systems America Online and Prodigy.

There are other advantages as well. The commercial bulletin boards often have rules that force advertisers into special electronic marketplaces, effectively disenfranchising the advertiser from the publication. This is not the case on the Internet, according to those who know it best.

SOME DRAWBACKS

The Internet is not without its own drawbacks, however. Robert Raisch, president of The Internet Company, in Cambridge, Mass., said "The Internet doesn't have the technical infrastructure to support traditional publishing models."

For example, he said, the software used to put publications on the Internet doesn't allow the publisher to identify and track individual readers, making traditional individual-subscription billing impossible.

Wes Kussmaul, operator of The Village Group, a company that builds Internet-based outlets for magazine publishers, admitted that pricing of Internet services remains a stumbling block. People pay \$25 for a hardcover book, he said, because it is a material object that they expect to last a long time and be worth the price. On the other hand, he asked, "what is the value of an on-line book?"

Kussmaul said another problem electronic publishers have is enforcing copyrights, because "there is no technological control over content."

All this leads even those who are in the vanguard to express some reservations about the Internet as a publishing vehicle. "I don't think the Internet is ready for mass consumption," said Ursula Bollini, director of subsidiary rights at Columbia University Press.

Bollini said that university presses are in a better position to use the Internet than traditional book and magazine publishers, "because we tend to write for academics and scientists who at least know what the Internet is." Nevertheless, even for university presses, Bollini said the Internet is probably a better means of marketing than of publishing. Currently, she said, about 15 university presses distribute their catalogs over the Internet.

As with magazine publishers, book publishers find making money through Internet publishing to be difficult. "There aren't a lot of economic models," said Bollini. "A book is \$29.95. Just because you don't bind it and put it on the Internet, do you take off \$3?"

From one perspective, Bollini said, commercial bulletin boards are better for consumer publishers because of their user-friendly interfaces. "It's much more controlled, both for the publisher and the user."

Another publisher of on-line literature agreed that better software may be needed before books can really be published on the net.

"We do need slightly more sophisticated software technology to publish books on-line, such as search engines that allow users to place bookmarks where they were before they leave the Internet," said Dale Dougherty, director of the digital media group at O'Reilly & Associates, publisher of the electronic magazine Global Network Navigator.

In the meantime, Dougherty said, most publishers are reluctant to learn about and get involved with the Internet. He said that while this was understandable given the scarcity of big success stories about publishing on the Internet, "we're clearly in a time when it's important to try things out and learn." </text>

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Unix servers distribute on-line information

By Cheryl Gerber

MENLO PARK, Calif. -- A start-up company last week debuted a family of Unix servers that gives users on-line access to news wire services, government archives, and university libraries.

WAIS Inc. unveiled Unix-based network publishing servers, source code for customization, and a training package. The company also announced an independent software agreement with Sun Microsystems Inc., which will market the wide area information servers (WAIS) technology.

"WAIS was designed for wide area networks, not mainframes talking to dumb terminals over packet-switched networks," said John Duhring, WAIS director of business development.

The products, WAIS Server for Unix and WAIS Workstation for Unix, are shipping now for \$10,000 to \$50,000.

Source code, which includes maintenance and support for one year, is priced at \$40,000. Training costs \$10,000.

The WAIS server runs on Sun Berkeley Software Distribution and Solaris servers, DEC's Alpha, Next Inc.'s workstations and NextStep, Hewlett-Packard Co.'s 9000 series, and IBM RS/6000s.

The software is based on the Z39.50 basic search protocol, which is the standard for information retrieval.

WAIS said Sun is developing desktop products with graphical user interfaces that would augment the WAIS software on Sun computers.

Trade Inc. of Seattle and Lockheed Missiles & Space Co. Inc. concurrently announced their products' integration with the WAIS servers. Both companies provide access to business or trade statistics from many international databases.

Trade delivers industry-specific data and lets subscribers track shipment activities of companies, products, or countries. Lockheed provides Technology Broker System, a hypermedia search and retrieval system.

From the Ether

By Bob Metcalfe

Commercialization of the Internet opens gateways to Interpreneurs

The commercialization of cyberspace is my beat, but I'm told calling it cyberspace is like trying to sell sushi as raw dead fish. There are just too many lefties out there -- especially on the Internet -- who still think that profit is a four-letter word, when obviously it's got six.

But, I must again say that armies of well-meaning government bureaucrats and their various taxpayer-supported hangers-on are not going to deliver the best possible information superhighway. What the Internet needs now is more competition among greedy entrepreneurs -- call them Interpreneurs.

Consider, for example, Steve Kirsch, president of InfoSeek, in Santa Clara, Calif. After two successful start-ups -- Mouse Systems Corp. and Frame Technology Corp. -- Steve now has his next \$2 million in venture capital. InfoSeek and its investors hope to profit wildly by providing better Internet information retrieval services.

Internet Mosaic users are being offered a free trial of InfoSeek through October 15. Apply via E-mail to info@infoseek.com.

InfoSeek's trial now offers back articles from a collection of 140 computer publications. I typed a few key words and received an ordered list of the 20 most relevant articles. Then, I clicked on my most interesting columns and got their full text.

InfoSeek will soon add the full text of 6,000 Internet news groups to its collections -- the server is already gathering 100MB of news daily. Current issues of InfoWorld eventually will be available; back issues, limited to a few months, are available now.

The heart of InfoSeek is a search engine that does not just look for key words, but cleverly uses them to calculate the "relevance" of searched text to your queries. My free demo searches returned articles surprisingly quickly in a rank order of relevance.

InfoSeek is staffed by nine people. Its nerve center is a room, maybe 10 feet by 20 feet. A Sun Microsystems Inc. server sits on a table, under which there is a much larger uninterruptible power supply. Next to the Sun is a redundant array of inexpensive drives (RAID) rack for reliably holding and quickly delivering up terabytes.

One short Ethernet cable connects the Sun to a bread-box-size Cisco Systems Inc. router that, in turn, connects InfoSeek to the Internet via a 1.5Mbps T1 line. A second Ethernet has a hub that connects the Sun to InfoSeek's development computers.

The only thing this cyberspace lemonade stand lacks is a hand-painted sign -- "Queries: 5 cents."

Steve doesn't say how much InfoSeek will try to charge subscribers after the free trial period, but in an interview he does let it slip that a single query might cost 10 cents.

The cost of the full text of relevant articles will depend on their publishers. The big concept in InfoSeek's story is that it plans to give away its server software to companies that want to publish collections of their information through InfoSeek.

InfoSeek will add them to its master index, spread subscriber queries across participating collections, merge relevance scores with a secret patent-pending algorithm, and distribute revenues collected from subscribers.

InfoSeek differs some from its most direct competitor, Wide Area Information Servers Inc., in Menlo Park, Calif. (info@wais.com). I spoke with WAIS founder Brewster Kahle about InfoSeek. Although WAIS also offers retrieval services across many servers, it does so with less of a commitment than InfoSeek to any one business model or user interface.

WAIS sells server software and generally is not so bent on charging subscribers. Brewster says that even when WAIS servers charge their subscribers, it's usually not by query. But many business models will be used on the Internet, and WAIS is agnostic about them. InfoSeek does not want to be agnostic; it wants to be shrink-wrapped.

Brewster brags that WAIS has been profitable for two years. Most revenues are from sales of server software, and the rest from consulting with publishers about getting their brand-name content out on the Internet.

So, InfoSeek has a formidable competitor in WAIS. WAIS has a head start, already employs a dozen people, and is profitable, which, by the way, is a 10-letter word.

Now, as far as I can tell, nobody is obligated to use either InfoSeek or WAIS.

Steve, Brewster, and many others are free to fight it out in the market, hoping to sell their services at a profit. May the best Interpreneur win.

InfoWorld publisher Bob Metcalfe invented Ethernet in 1973 and founded 3Com Corp. in 1979. He receives E-mail via the Internet at bob_metcalfe@infoworld.com.

PIPELINE

INTERNET

Novell Inc. is bundling Ameritech Library Services' Internet access software with its LAN Workplace TCP/IP product. WinGopher includes an Internet Access Toolkit, automatic network connection dialer, and one month of free Internet access (if ordered by October 31) through AlterNet, a service provided by UUNET. (800) BUY-NOVL.

NetManage Inc. has expanded its Internet services by publishing a Home page on the World Wide Web (WWW). Using NCSA's Mosaic, users can get point-and-click information on products and explore the Internet for business, entertainment, shopping, sports, education information, and electronic magazines. The Internet address for NetManage's Home page is www.netmanage.com.

ConQuest Software Inc. and WAIS Inc. have joined together to extend electronic publishing standards over the Internet. ConQuest's text retrieval and WAIS' Network Publishing Protocol Suite and WAISgate gateway establish the Internet protocols as the standard for open database access. The protocols enable content providers to publish information through a system of databases on the Internet.

SHIPPING Artisoft offers backup software for LANtastic

Artisoft Inc. is shipping its Artisave \$199 backup software for LANtastic networks, which supports minicartridge tape drives from Mountain Network Solutions Inc. and Colorado Memory Systems Inc. Artisave is available bundled with Mountain's TD-250 tape drive, which reads and writes 250MB of data, for \$399. (602) 670-7303.

ANNOUNCED Frame-relay service will carry a flat fee

Concentric Research Corp. will launch this month BBS Direct, a frame-relay service. With BBS Direct, users will pay only a flat rate of \$30 per month for unlimited access to CRC's network. Dial-up access will begin in the 100 largest U.S. metropolitan areas and grow to 350 points of presence (POPs) in 18 months. Users will get full access to the Internet and CRC's on-line information and entertainment network. (800) 745-2747.